

Proforma, Invoice

Bay Yacht Agency

MMA, Inc. T/A Bay Yacht Agency
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Thursday, October 13, 2011

BYA I.D. Pkg. 7067 48 F
BYA Chesapeake Bay (LGC), Package
Prepared for:

Pkg. I.D.	Option and accessories Desc...
Proforma	
Other	
BAT018M01	Fountaine Pajot 48 (Salina) w/twin 40 HP Volvo Diesels Standard factory equipment and specs 4 cabins, 4 heads (standard)
1	NOTE: In some cases, your bank may require that you obtain a LLC A LLC Letter of credit may be required. Normally, payment is required on completion. If payment cannot be made, an LLC may be required. Additional settlement costs may be incurred.
1	SETTLEMENT COSTS: not normally incl. in your Purchase Agreement SETTLEMENT COSTS might include: C.G. & Documentation fees (arranged by bank) Any entity formed, such as an LLC Letter of Credit charges. Ask for details or an estimate.
SRV018101	French exportation fees paid
SRV018311	Transport & Launch, Commissioning La Rochelle, Inc. Transport from factory to harbor prepare rig and step mast, launch Make ready for sea Custom Brokers fees, Paid Ocean delivery insurance-est Arranged by BYA for Ocean, (water) delivery. Actual cost will be billed Ocean delivery, east coast US port-est See option for freighter delivery (\$42,000) expect some wear and tear from sea passage to lines, around 200 engine hours, initial wear to bottom paint, etc. discuss with broker U.S. Duty paid-est.
Other	
C.G. & Safety equip/Gr.Tackle FP48-Inc. Comm. Delta and Fortress anchor w/chain and rode Docklines and fenders Lifejackets and cases Flares/fire ext./horn/bell/Plaques First aid kit and tools. Bucket/brush, etc.	

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Prepared for:

Signed: _____ Buyer _____ Date _____ Seller _____ Date

Pkg. I.D.

Option and accessories Desc...

Comm.Included:<http://www.bayacht.com/aaa/fp/Comm-FP.pdf>

- Calibrate wind and speed instruments
- Delivery fuel and check tanks & fluids
- Name & Hailport--custom graphics extra
- Slip space inc. for time of commissioning.

Commissioning, included items-See Commissioning U.S. Port #1000

- Eng check oil change, on both engines receipt com
- Clear boat through customs-handle delviery crew
- Review check list with delivery crew.
- Complete owner check out and sea-trials

Commissioning/Delivery from yard to commissioning base

- Change drive oil
- Check Rig standing/running rigging.Bottom pt
- Includes complete C.G. & Safety equipment.
- Ground Tackle, docklines and fenders
- Complete check out and familiarization.

OPT018701 Minimum safety equipment package for delivery from France

Required for ocean delivery

OPT018712 MP8 Container life raft

Required for Ocean delivery

Deck Gear

OPT018211 1 Electric winch

OPT018296 Electric winch for davits

Bimini top, Protection for helm station-est.

- Folding Bimini w/connector and dodger
- Connector rolls back for complete stand Headroom
- Sit under, or move forward for unobstructed access
- Textelene back window for viewing/sun protection.

Local cockpit cushions-est

- Closed cell foam
- Ask about options--may affect price
- Sunsure fabric 15% additional

111 Anchor- 3/8 BBB galvanized chain 100' w/shackles

Confirm a match to windlass Gypsy

Hull,Exterior

OPT018260 Antifouling bottom paint, primary epoxy

Hull molded with 2 layers vinylester resin

OPT018120 Lazy Bag for main sail

Thru hulls for A/C and Genset

Bronze thru hulls per drawing

OPT018252 Transom bumper protection - both sides

Interior

Interior - Cherry with dark floors and off white gelcoat-new Evol

- Choice of fabrics; ask
- Std. uphl. Dark brown Ultra Leather (synthetic)
- New Evolution version for 2011, inc.

Interior - Lights all LED

OPT018346 Mosquito net for salon and cabins

Pkg. I.D. Option and accessories Desc...

OPT018354 Port forepeak cabin: with deck hatch, step, inner port, mattress
 Complete, adult sized berths
 ideal for extra sleeping capacity or crew
 area can still be used for storage

OPT018355 Star. forepeak cabin: with deck hatch, step, inner port, mattress
 Complete, adult sized berths
 ideal fro extra sleeping capacity or crew
 area can still be used for storage

Plumbing

OPT018410 Holding tank for head
 W/gravity thru hull and deck drains.

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 W/gravity thru hull and deck drains.

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 W/gravity thru hull and deck drains.
 Add if 4 cabin version selected

OPT01842 Water heater 110V

7067-215 Electric Fresh Water Flush Heads Each
 Jabsco Quiet-Flush w/macerator
 fresh water flush to minimize odor

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 Required if 4 cabin model

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Electrical/Electronic

OPT011442 110V water heater
 AGM Batteries, std.

OPT011455 Auto switch for engine bilge pumps

OPT018621 Navigation Electronics Package-Factory
 Autopilot, Garmin VHF w/ intgrated AIS
 Garmin GPS 5012 (12" screen)
 Furuno FI50 nav instrument

OPT018611 Second VHF at helm station w AIS

OPT018690 Stereo/CD sound system/MP3 w/4 speakers
 Electrical System W/ Paneltronics Panel 4308: 14 Outlets, 50 Amp
 Paneltronics panel,
 14 outlets, wire hot water heater
 Cors, separate
 Inc. Connection for water heater element
 50' 50 Amp 220 V Cord Y Adaptor for Most Marinas

7067-290 50 Amp Galvanic Isolator for Shore Power System

7067-140 Install Nav Pod PP5061 and Bracket on Side of Helm

Pkg. I.D. Option and accessories Desc...

7067-45 Invertor Charger
 2500 Watt Invertor
 130 Amp Charger
 http://www.the-merlin-group.com/combi_charger.htm
 All parts plus venting inc.

7067-50 Link 2000 Battery Monitor

7067-10 Northern Lights 9KW Genset
 Reverse cycle heat/air-conditioning
 digital controls
 42,000 BTU
 Upgraded ac panel
 Wiring 110v water heater element to panel

Comfort & Convenience

OPT018301 12V freezer - 90L
 12V refrigeration, std
 Top opening
 Eno Brand: Propane 3 burner stove top w/separate oven
 2 Additional cabin fans for forward cabin-est

7067-5 AC System: 48K BTU's Cruisair System: 2) 7K's for Fwd Berths and
 Other options and generator extra
 Gen Size/load capacity may be restricted by space

7067-30 Convert Propane System

7067-15 Fans in Salon, Cabins(7)

Misc. Equipment

Handling and setup for BAB by LGC-Chesapeake Inc. in AAA Pkg
Includes setting up log sheets, web site, etc.
Training of check out personal & create maint log
Turn around fee for owner's use--per agreement
Advertising and promotional fee, inc.
See final Mgt. Agreement for details. ID3875
Owner's locker with lock installed.Est.
Facilitates owner having a place to store personal
Location varies with boat and owner requirement.
Discuss with commissioning/Project Mgr
AAA Pkg: Additional equipment and set up for Charter Management
Incl LGC set up-see separate
Includes extra charter equipment
2nd anchor and ground tackle
Extra permanent lines at slip and take with liines
Galley equipment inc.
Basic bedding, galley gear for charter service--Inc. in AAA Pkg
includes pots, pans, flatware, cutlery
pillows and blankets.
Some additional items may be required by base
These items billed seperately.

Trim Pkg

Pkg. I.D. **Option and accessories Desc...**

Trim Pkg: Grand Large
Curtains in cabins, Pressure sea water pump, Dk Shr
Power ventilation, elect. Windlass, prot cover whl
2 pulpit seats, CST mainsail, Ball bearing cars
Masthead ant., lazy jacks, Genoa with UV prot, furl
Mooring kit w/fenders

Proforma

\$877,744.00

Special Rebate

Other

Rebate: Ask about availability of rebate
Use rebate to reduce the price
Add options...
Reduce Downpayment required
Take your choice...
Rebate only applies to this Package

Special Rebate

NOTE: *This is a sample quotation valid only when referenced to a valid purchase agreement. **Package Total** **\$877,744.00** Bay Yacht Agency reserves the right to withdraw this offer, or change prices up until the time of an accepted, final agreement signed by the affected parties. BYA may adjust prices for items shown as estimated. Buyer should request final confirmation of estimated prices within 14 days of final agreement or else BYA reserves the right to adjust prices up to 10% of amounts shown. Items deleted after 14 days of the contract date, may be affected by additional charges of up to 15% of the contracted prices. Items added after the original invoice are posted at then current, published prices*